

ROU Brief - 11/6/96

For: AVP/RSM/RBM/ROM/KAM/AM/AE/MC/PC/PRC/SC

FSC-190-A

CONTENTS

➔ ROU Detail

- CIV Coverage Report Enhancements
- Datagrabber Function in SIS
- DORAL August Promotional Items

ROU DETAIL

➔ CIV Coverage Report Enhancements

The CIV coverage reporting has been enhanced with the following:

- The report no longer exists in the Historical Reporting section of SIS (668). This change was made to eliminate confusion with manpower analysis caused by viewing out of date information.
- The report option is now located directly on the Print Report Menu in SIS and not under the Contract Reports option.
- An option now exists to print the summary sheet only when requesting the report.
- The manpower calculation of 8 CPD (calls per day) for selling reps and 7 CPD for retail reps has been changed to allow modification to CPD parameter for various manpower analysis calculations.

Program Contact: Chris Minner, extension #1642

➔ Datagrabber Function in SIS

The "Datagrabber" function in SIS is being replaced with a new function called "PF5 Dload" currently available from the "M03 Scroll List" in SIS. The datagrabber and download option produce the same results.

The only difference is that datagrabber is on-line and instantaneous while the new download function spreadsheet is sent to you via e-mail. This change is being made to support the Windows 95 platform that will be installed in 1997 along with cost savings of computer time due to on-line charges versus the new batch process computer charges. Datagrabber access will be discontinued on Monday, December 2, 1996.

Program Contact: Chris Minner, extension #1642

51859 1060

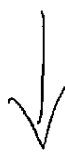
➔ DORAL August Promotional Items

Please order remaining allocations of the following items by November 15, 1996:

<u>Item</u>	<u>Description</u>	<u>Packed/SKU</u>
511424	DORAL & Co. Onsert - Mega Outlets (expire 12/31/96)	100
511445	DORAL Mega Display POS Kit - August	1
511403	DORAL & Co. Onsert - Supermarkets (expire 12/31/96)	100
511412	DORAL DBRC - Supermarkets	25
511415	DORAL PMC - Supermarkets	25

Items will be discontinued after November 15, 1996.

Program Contact: Sharon Reid, extension #2584



Judy to handle 11-7-96

51859 1061

To: Macleod, Stephen
From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 11/7/96 12:16
Opened: 11/7/96 14:24
Subject: FWRD: FSC-190-A ROU Brief

Stephen:

As info, the following will not be copied out to Reps or Mgrs. - content does not pertain to them. Any questions, please advise.

Eileen

===== <Forwarded Letter> =====

From: Davis, Carla C.
To: 1610
Subject: FSC-190-A ROU Brief
Posted: 11/06/96 21:12
Priority: Normal

[[FSC190A.DOC : 4190 in FSC190A.DOC]]

51859 1062